

SUBJECT HEADING OUTLINE

WITH SEARCH TERMS AND INDEX NUMBERS

Index Number

I. NEGOTIATION (strategies and theories)

With or Without Assistance of a 3rd-party Neutral

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| {1} | General | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL-GENERAL |
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With or Without Assistance of a 3rd-party Neutral - Theories

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|------------|---------------------------------|--|
| {2} | General | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL-THEORY:
GENERAL |
| {3} | Cooperative | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL- COOPERATIVE |
| {4} | Competitive | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL- COMPETITIVE |
| {5} | Game Theory | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL- GAME THEORY |
| {6} | Economic | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL- ECONOMIC |
| {7} | Negotiator's
Dilemma | NEG: W/ OR W/O ASSIST OF 3D-PARTY NEUTRAL- NEGOTIATOR'S
DILEMMA |

Tactics, Strategies and Techniques

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|-------------|---------------------------|---|
| {8} | General | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- GENERAL |
| {9} | Preparation | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- PREP |
| {10} | Threats | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- THREATS |
| {11} | False Demands | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- FALSE DEMANDS |
| {12} | Power | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- POWER |
| {13} | Cooperative Tech. | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- COOP TECHNIQUES |
| {14} | Objective Criteria | NEG: TACTICS, STRATEGIES AND
TECHNIQUES- USE OF OBJ CRITERIA |

OHIO STATE JOURNAL ON DISPUTE RESOLUTION

{15}	Other Areas	NEG: TACTICS, STRATEGIES AND TECHNIQUES- OTHER
{16}	Eval. Options & Offers	NEG: EVAL OF OPTIONS AND OFFERS
{17}	Cultural Considerations	NEG: CULTURAL CONSIDERATIONS
{18}	Psychological Considerations	NEG: PSYCH CONSIDERATIONS
{19}	Bargaining Teams	NEG: USE OF BARGAINING TEAMS
{20}	Agents	NEG: USE OF AGENTS

II. MEDIATION

{21}	Related Processes - General	MED: RELATED PROCESSES- GENERAL
{22}	Theories & Strategies	MED: RELATED PURPOSES- THEORY AND STRATEGIES
{23}	Negotiated Rule-Making	MED: NEGOTIATED RULE-MAKING
{24}	Pre-trial Conferences	MED: PRETRIAL CONF
{25}	Public Policy	MED: PUBLIC POLICY DIALOGUE
{26}	Other Settlement Devices	MED: OTHER JUDICIAL SETTLEMENT DEVICES
{27}	Agreement to Use	MED: OBTAINING AGREEMENT TO USE
{28}	Timing	MED: TIMING
{29}	Guidelines	MED: OPENING AND SETTING GUIDELINES
{30}	Communication	MED: ENCOURAGING COMM AND NEG
{31}	Caucusing	MED: CAUCUSING
{32}	Counseling	MED: COUNSELING
{33}	Psychological Factors	MED: PSYCH FACTORS
{34}	Representation of Client	MED: REP OF A CLIENT DURING PROCESS
{35}	Drafting	MED: DRAFTING SETTLEMENT AGREEMENTS
{36}	Independent Attorney Review	MED: IND ATTY REVIEW
{37}	Mediation Centers	MED: FEES, FUNDING, AND ADMIN OF MEDIATION CENTERS

III. NON-BINDING RECOMMENDATION PROCEDURES

{38}	General	NON-BINDING RECOMMENDATION PROC- GENERAL
{39}	Mini-Trial	NON-BINDING RECOMMENDATION PROC- MINI-TRIAL
{40}	Summary Jury Trial	NON-BINDING RECOMMENDATION PROC- SUMMARY JURY
{41}	Neutral Fact-Finding	NON-BINDING RECOMMENDATION PROC- NEUTRAL FACT-FINDING
{42}	Non-Binding Arbitration	NON-BINDING RECOMMENDATION PROC- NON-BINDING ARB
{43}	Neutral Evaluation	NON-BINDING RECOMMENDATION PROC- EARLY NEUTRAL EVAL

IV. ARBITRATION

Mandatory, Court Annexed Arbitration

{44}	General	ARB: MANDATORY, COURT- ANNEXED- GENERAL
{45}	Fees and Funding	ARB: MANDATORY, COURT- ANNEXED- FEES & FUNDING
{46}	Financial Disincentives	ARB: MANDATORY, COURT- ANNEXED- FINANCIAL DISINCENTIVES
{47}	Trial De Novo	ARB: MANDATORY, COURT- ANNEXED- TRIAL DE NOVO

Other Arbitration Areas

{48}	Binding Arbitration-General	ARB: BINDING ARB- GENERAL
{49}	Obtaining and Enforcing Agreements	ARB: OBTAINING AND ENFORCING AGREEMENT TO ARB
{50}	Selection of Arbitrators	ARB: SELECTION OF ARBITRATOR
{51}	Training and Qualifi- cations	ARB: TRAINING AND QUALIFICA- TIONS OF ARBITRATOR
{52}	Fees and Funding of Arbitrator	ARB: FEES AND FUNDING OF ARBITRATOR
{53}	Preparation	ARB: PREPARATION
{54}	Representation of Client in Arbitration	ARB: CLIENT REP

OHIO STATE JOURNAL ON DISPUTE RESOLUTION

{55}	Serving as an Arbitrator	ARB: SERVING AS ARBITRATOR
{56}	Drafting Arbitration Agreements	ARB: DRAFTING ARB AGREEMENT
{57}	Final Offer Arbitration	ARB: FINAL OFFER ARB
{58}	Judicial Review of Arbitration	ARB: JUDICIAL REVIEW
{59}	Private Judging	ARB: PRIVATE JUDGING

V. INSTITUTIONAL NATURE

{60}	General	INST NATURE: GENERAL
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Justice System

{61}	General	INST NATURE: JUSTICE SYSTEM-GENERAL
{62}	Appellate Courts	INST NATURE: JUSTICE SYSTEM-APPELLATE COURTS
{63}	Criminal Courts	INST NATURE: JUSTICE SYSTEM-CRIM COURTS
{64}	Family Courts	INST NATURE: JUSTICE SYSTEM-FAMILY COURTS
{65}	Justice of the Peace	INST NATURE: JUSTICE SYSTEM-JUSTICE OF PEACE
{66}	Other Civil Courts	INST NATURE: JUSTICE SYSTEM-OTHER CIVIL COURTS
{67}	Small Claims Courts	INST NATURE: JUSTICE SYSTEM-SMALL CLAIMS COURTS
{68}	Special Masters	INST NATURE: JUSTICE SYSTEM-SPECIAL MASTERS
{69}	Other	INST NATURE: JUSTICE SYSTEM-OTHER

Other Areas

{70}	Government Entities	INST NATURE: GOV'T ENTITIES
{71}	Religious Organizations	INST NATURE: RELIGIOUS ORGANIZATIONS
{72}	Secular, Private, Non-Profit Organizations	INST NATURE: SECULAR, PRIVATE, NON-PROFIT
{73}	Private, Profit Making Organizations	INST NATURE: PRIVATE, PROFIT-MAKING

VI. SUBJECT MATTER APPLICATIONS

{74}	General	SUBJ MATTER: GENERAL
{75}	Antitrust	SUBJ MATTER: ANTITRUST
{76}	Commercial	SUBJ MATTER: COMMERCIAL
{77}	Civil Rights	SUBJ MATTER: CIVIL RIGHTS
{78}	Community	SUBJ MATTER: COMMUNITY
{79}	Consumer	SUBJ MATTER: CONSUMER
{80}	Construction	SUBJ MATTER: CONSTRUCTION
{81}	Corporate	SUBJ MATTER: CORPORATE
{82}	Criminal	SUBJ MATTER: CRIMINAL
{83}	Education	SUBJ MATTER: EDUCATION
{84}	Environment	SUBJ MATTER: ENVIRONMENT
{85}	Family (Domestic Relations)	SUBJ MATTER: FAMILY (DOMESTIC REL)
{86}	Farm	SUBJ MATTER: FARM
{87}	Government	SUBJ MATTER: GOV'T
{88}	Government Contracts	SUBJ MATTER: GOV'T CONTRACTS
{89}	Hospitals	SUBJ MATTER: HOSPITALS
{90}	Housing - Rental	SUBJ MATTER: RENTAL HOUSING
{91}	Insurance	SUBJ MATTER: INSURANCE
{92}	International	SUBJ MATTER: INT'L
{93}	Labor - General	SUBJ MATTER: LABOR-GENERAL
{94}	Labor - Discrimination	SUBJ MATTER: LABOR-DISCRIMINATION
{95}	Labor - Management (Union)	SUBJ MATTER: LABOR-MANAGEMENT (UNIONS)
{96}	Labor - Employment (Non-union)	SUBJ MATTER: EMPLOYMENT (NON-UNIONS)
{97}	Maritime	SUBJ MATTER: MARITIME
{98}	Medical Malpractice	SUBJ MATTER: MEDICAL MALPRACTICE
{99}	Other Professional Malpractice	SUBJ MATTER: OTHER PROF MALPRACTICE
{100}	Prisons	SUBJ MATTER: PRISONS
{101}	Probate	SUBJ MATTER: PROBATE
{102}	Public Policy	SUBJ MATTER: PUBLIC POLICY
{103}	Public Utilities	SUBJ MATTER: PUBLIC UTILITIES
{104}	Regulatory	SUBJ MATTER: REGULATORY
{105}	Science and Technology	SUBJ MATTER: SCIENCE & TECHNOLOGY
{106}	Securities	SUBJ MATTER: SECURITIES
{107}	Sports and Entertainment	SUBJ MATTER: SPORTS & ENTERTAINMENT
{108}	Tax	SUBJ MATTER: TAX

OHIO STATE JOURNAL ON DISPUTE RESOLUTION

{109} Toxic Torts	SUBJ MATTER: TOXIC TORTS
{110} Torts - Other	SUBJ MATTER: OTHER TORTS

VII. THIRD PARTY ISSUES

{111} Conflict of Interest for Third Party Neutral	3RD PARTY: CONFLICT OF INTEREST
{112} Liability and Immunity of Third Party Neutral	3RD PARTY: LIABILITY & IMMUNITY
{113} Neutrality of Third Party	3RD PARTY: NEUTRALITY
{114} Practice of Law by Third Party Neutral	3RD PARTY: PRACTICE OF LAW
{115} Selection of Third Party Neutral	3RD PARTY: SELECTION
{116} Training of Third Party	3RD PARTY: TRAINING
{117} Volunteer or Lay Persons as Third Parties	3RD PARTY: VOLUNTEER OF LAY PERSONS

VIII. TYPES OF SOURCES

{118} Bibliographies	TYPE OF SOURCE: BIBLIOGRAPHY
{119} Book Reviews	TYPE OF SOURCE: BOOK REVIEW
{120} Case Studies and Research Reports	TYPE OF SOURCE: CASE STUDY/RESEARCH REPORT

IX. SETTLEMENT

{121} Authority to Settle	SETTLEMENT: AUTHORITY
{122} Enforcement of Settle- ment or Award	SETTLEMENT: ENFORCEMENT OF SETTLEMENT OR AWARD
{123} Pressures to Settle or Not Challenge	SETTLEMENT: PRESSURES TO SETTLE

X. COMPARISONS

{124}	Cross-cultural	COMPARISONS: CROSS-CULTURAL
{125}	Historical	COMPARISONS: HISTORICAL

XI. REQUIREMENTS TO USE

{126}	Contractual Clauses to Use	REQUIREMENTS: CONTRACTUAL CLAUSES
{127}	Mandate to Use	REQUIREMENTS: MANDATE TO USE
{128}	Statutory or Rules Requirements to Use	REQUIREMENTS: STATUTORY OR RULES

XII. MISCELLANEOUS

{129}	Agreement Upon Pro- cedure	AGREEMENT ON PROCEDURE
{130}	Compliance Issues	COMPLIANCE ISSUES
{131}	Conference Proceed- ings - Materials	CONFERENCE PROCEEDINGS
{132}	Confidentiality	CONFIDENTIALITY
{133}	Court Reforms to Accommodate Dispute Resolution Process	COURT REFORM
{134}	Dispute Prevention	DISPUTE PREVENTION
{135}	Distinguishing Between Dispute Negotiations and Deal-making	DISPUTE NEG. v. DEAL MAKING
{136}	Economic Advantages of Alternative Dispute Resolution	ECONOMIC ADVANTAGES OF ADR
{137}	Effect of Process on Non-Participatory Parties	EFFECT OF PROCESS ON NON- PARTICIPATORY PARTIES
{138}	Ethics - General	ETHICS: GENERAL
{139}	Ethics - Misrepresenta- tion and Failure to Disclose	ETHICS: MISREPRESENTATION, FAILURE TO DISCLOSE
{140}	Fairness	FAIRNESS
{141}	Fundamental Critiques - "FISS" .	FISS
{142}	Issue and Claims Pre- clusive Effects	ISSUE & CLAIM PRECLUSIVE EFFECTS

OHIO STATE JOURNAL ON DISPUTE RESOLUTION

{143} Judicial Participation in the Process	JUDICIAL PARTICIPATION
{144} Legislation	LEGISLATION
{145} Ombudsperson	OMBUDSPERSON
{146} Organization Policies and Rules	ORGANIZATION POLICIES AND RULES
{147} Power Imbalance	POWER IMBALANCE
{148} Provisional Remedies in the Aid of Process	PROVISIONAL REMEDIES
{149} Quality Control	QUALITY CONTROL
{150} Relations of Process to Ongoing Litigation	RELATION TO ONGOING LITIGATION
{151} Role of Lawyers	ROLE OF LAWYERS
{152} Selection of Appropriate Processes	SELECTION OF APPROPRIATE PROCESS
{153} Senior Citizens as Parties	SENIOR CITIZENS AS PARTIES
{154} Subpoena and Discovery for Dispute Resolu- tion Hearing	SUBPOENA AND DISCOVERY
{155} Teaching	TEACHING